B 5050-4
10/5/88

Executive Offices
1845 Walnut Street
Philadelphia, PA 19103

For permission to reprint this information in whole or in part, contact the Director of Publications.

Laventhol & Horwath
Certified Public Accountants

NATIONAL TREND OF BUSINESS
Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

© 1988 Laventhol & Horwath

JUNE 1988 COMPARED WITH JUNE 1987

OCCUPANCIES RISE

The occupancy rate for June was reported at 70.6 percent on a seasonally unadjusted basis. This is a 2.9 percent increase over June of 1987. The Northeast and South regions experienced increases of 3.5 percent and 4.9 percent respectively, while the North Central and West regions declined slightly in their occupancy rates from the same month last year. All the occupancy rates increased across all locations except for highway properties which showed a slight decline of 0.6 percent. As for the property types, all categories had increases in their occupancy rates with Hotels experiencing the largest increase of 3.1 percent. As shown on the accompanying table the seasonally adjusted occupancy rate for June was 65.3 percent, 3.5 percent last year.

The average room rate in 1988 for the month of June increased 6.2 percent to reach a rate of $69.18. This can be attributed to the positive percent change in room sales of over 9.5 percent in every region. Quite interestingly, the room sales in hotel types rose in every category with Economy hotels displaying the largest increase 10.4.

When reviewing the year-to-date figures, the occupancy percent on a national level has increased 0.2 percent reaching a rate of 66.7 percent. The Northeast region has the highest occupancy percent of 70.8, an increase of 0.6 percent. The Southern region increased also to a rate of 68.0, while the North Central and Western regions decreased to rates of 59.6 and 65.6 respectively. Room sales also showed an increase nationally of 3.3 percent to a year-to-date rate of $71.47. All property types reported an increase in their room sales. Quite interestingly, the Economy segment had the highest increase in sales of 6.1 percent over last year, however, it had the lowest room rate of $45.45. The All Suite segment continued to have both the highest occupancy and average room rates of 71.5 percent and $87.03 respectively. Also continuing with this trend are hotels with over 600 rooms, the occupancy and average room rate of these hotels being 73.6 percent and $96.16.

Food and Beverage operations showed a 1.0 percent increase in the number of covers served for the first half of the year compared to last year. Simultaneously, food and beverage sales per occupied room and the average receipt per cover both increased during the first six months. Food and beverage sales per occupied room reached $42.64 and average receipt per cover rose to $11.77. For the second half of the year we anticipate the continuation of the moderate increases in both the number of food covers served and food and beverage sales.

		Projections	Actual Last Year
SEPTEMBER	1988	63-65%	64.6%
OCTOBER	1988	68-70%	69.1%
NOVEMBER	1988	59-61%	61.0%

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

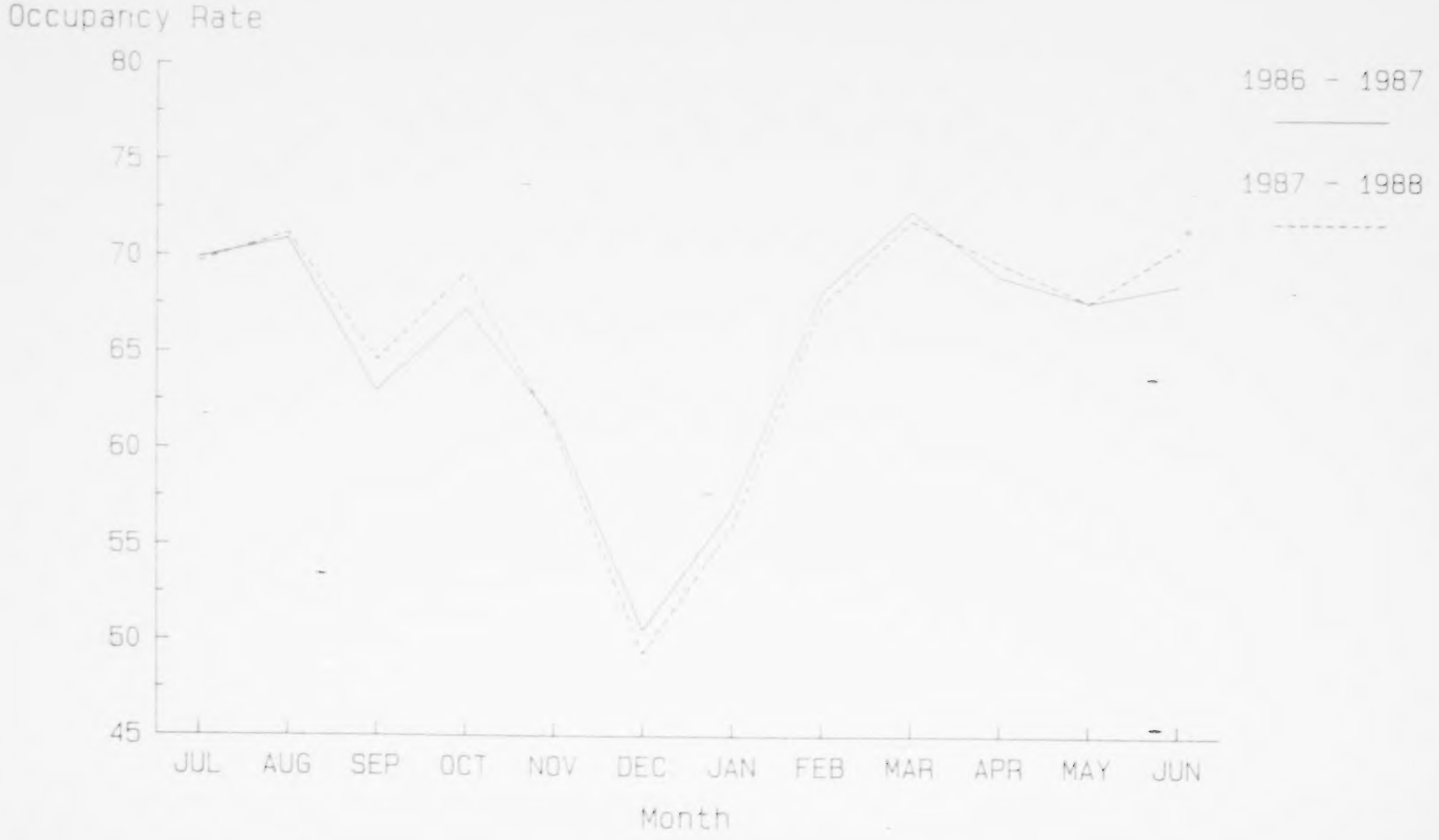
	This Month	Percentage Changes*
TOTAL U.S.A.	65.3%	-3.5%
AFFILIATION:		
Chain	66.2	-3.1
Independent	63.2	-3.4
CENSUS REGION:		
Northeast	75.3	1.4
North Central	63.5	-0.3
South	64.6	-3.0
West	64.7	-2.0
CENSUS DIVISION:		
New England	66.9	1.4
Middle Atlantic	77.8	-2.6
South Atlantic	68.6	-0.9
East North Central	64.2	-5.2
East South Central	57.7	-1.2
West North Central	63.4	12.2
West South Central	60.3	-0.3
Mountain	60.3	0.0
Pacific	67.2	-1.7
LOCATION:		
Center City	66.7	-5.2
Suburban	63.3	-1.7
Airport	66.7	0.1
Highway	62.9	-1.4
Resort	68.9	-3.4
SIZE:		
Under 150 rooms	61.9	-2.7
150 to 299 rooms	62.4	-0.3
300 to 600 rooms	65.1	-4.5
Over 600 rooms	73.6	-6.7
TYPE:		
Hotel	65.4	-6.0
Motor Hotel	65.7	3.0
Economy	65.5	-0.9

* FROM PREVIOUS MONTH

Mark Lomanno, Director
Nina Savitz, Consultant
Research Division

NATIONAL AVERAGE ROOM RATE
JULY 1986 - JUNE 1987
JULY 1986 - JUNE 1987

NATIONAL OCCUPANCY RATE
JULY 1986 - JUNE 1987
JULY 1986 - JUNE 1987



ROOMS REPORT - JUNE 1988 COMPARED WITH JUNE 1987

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987
TOTAL	70.6	68.6	64.2	65.3	$ 69.18	$ 65.16	$ 47.30	$ 44.49	$ 16.36	$ 15.76	20.4	20.9
CENSUS REGIONS												
Northeast	80.4	77.7	42.6	43.6	$110.10	$102.73	$ 79.10	$ 73.50	$ 22.90	$ 21.69	20.0	20.4
North Central	71.9	72.8	42.7	40.2	60.02	54.66	46.92	43.24	11.20	11.28	16.2	18.4
South	68.3	65.1	81.2	82.9	57.83	56.15	36.22	34.51	14.65	14.41	21.2	21.8
West	69.0	69.6	59.0	59.6	69.50	63.48	45.46	44.13	14.71	13.69	21.9	21.1
CENSUS DIVISION												
New England	74.9	79.3	36.3	37.7	$ 93.86	$ 86.58	$ 68.70	$ 62.78	$ 19.07	$ 17.21	19.3	19.2
Middle Atlantic	82.4	77.1	43.9	45.0	115.56	108.49	81.25	75.80	24.05	23.11	20.2	20.7
South Atlantic	70.3	69.3	95.1	97.6	60.12	57.82	34.89	32.80	15.36	14.74	21.4	21.7
East North Central	71.9	72.5	41.8	39.3	61.93	55.91	48.19	43.91	11.17	11.10	15.9	18.1
East South Central	66.1	68.2	42.0	39.0	44.72	44.95	37.07	36.98	10.54	9.74	20.0	18.9
West North Central	72.1	74.8	49.7	47.1	46.75	46.20	37.71	38.56	11.40	12.73	19.2	21.3
West South Central	64.1	56.2	48.9	47.9	52.62	52.22	40.41	40.10	13.11	13.79	20.6	22.0
Mountain	64.5	63.4	55.7	53.7	70.38	56.32	42.29	42.29	13.86	13.31	21.3	20.7
Pacific	71.7	73.7	60.3	62.1	69.03	67.57	46.70	44.87	15.32	13.99	22.3	21.4
AFFILIATION												
Chain	71.4	69.4	63.0	64.2	$ 68.10	$ 63.89	$ 46.88	$ 44.09	$ 15.91	$ 15.27	20.1	20.5
Independent	66.9	65.1	69.6	70.6	74.10	70.95	49.11	46.23	18.71	18.34	21.9	22.5
LOCATION												
Center City	72.0	67.7	49.5	50.1	$ 90.02	$ 83.81	$ 64.98	$ 59.77	$ 20.14	$ 19.38	20.3	21.2
Suburban	69.3	67.2	50.9	48.6	64.32	57.87	40.13	39.98	12.19	12.19	18.7	19.2
Airport	69.0	68.1	35.2	35.4	54.86	53.90	45.45	44.76	11.85	11.54	20.1	19.9
Highway	70.1	70.5	83.6	83.6	43.88	42.83	26.72	25.98	10.44	9.60	19.7	19.0
Resort	70.8	69.9	111.8	116.4	71.92	69.65	37.77	35.53	17.65	16.91	22.4	22.5
SIZE												
Under 150 Rooms	69.1	68.5	70.7	68.9	$ 45.77	$ 44.79	$ 30.21	$ 29.93	$ 12.03	$ 10.89	24.4	23.4
150 - 299 Rooms	67.6	67.1	55.2	53.7	60.84	56.02	39.75	39.09	13.03	12.74	19.9	19.9
300 - 600 Rooms	70.0	67.0	63.8	63.4	74.22	71.95	47.92	46.59	15.32	15.05	19.5	19.8
Over 600 Rooms	77.0	72.9	69.9	75.9	93.37	85.96	58.50	51.54	21.15	20.30	20.9	22.1
TYPE												
Hotel	69.7	67.6	56.5	57.4	$ 82.70	$ 76.90	$ 54.88	$ 51.49	$ 18.04	$ 17.29	20.8	21.3
Motor Hotel	71.2	69.3	73.8	78.6	45.58	44.98	28.55	27.11	9.13	9.27	17.8	18.5
Economy	74.0	72.1	100.1	98.3	50.19	45.47	36.98	33.43	17.32	16.40	21.6	23.3
All Suites	71.7	71.5	95.0	90.8	76.39	73.00	42.05	41.69	15.57	15.22	18.9	18.8

YEAR TO DATE ROOMS REPORT - AS OF JUNE 1988

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987
TOTAL	66.7	66.6	59.9	61.0	$ 71.47	$ 69.19	$ 49.32	$ 47.24	$ 16.48	$ 15.96	20.2	20.3
CENSUS REGIONS												
Northeast	70.8	70.4	42.1	41.5	$108.08	$102.32	$ 78.89	$ 74.59	$ 23.94	$ 22.63	21.7	21.7
North Central	59.6	60.1	40.1	39.6	56.44	53.95	43.50	41.79	12.44	12.06	19.9	20.3
South	67.7	66.9	73.4	75.6	65.86	64.44	42.37	40.63	14.45	14.13	18.7	18.9
West	65.6	67.0	52.2	52.5	68.52	66.08	48.87	47.44	15.88	15.62	22.2	22.5
CENSUS DIVISION												
New England	63.5	63.8	36.1	35.4	$ 82.73	$ 79.66	$ 61.00	$ 58.57	$ 19.44	$ 18.41	22.9	22.7
Middle Atlantic	73.2	72.6	43.3	42.6	115.60	108.90	82.27	77.58	25.13	23.72	21.5	21.5
South Atlantic	71.4	72.2	86.1	88.1	70.22	68.48	41.89	40.09	14.74	14.29	18.0	18.2
East North Central	61.9	62.1	38.9	39.9	58.68	55.51	46.02	43.36	12.79	12.26	19.4	19.8
East South Central	57.6	54.9	36.1	62.8	44.80	45.11	37.68	31.40	11.70	11.99	23.5	24.4
West North Central	55.1	56.2	42.5	39.0	51.29	50.43	38.37	38.56	11.76	11.69	21.1	21.2
West South Central	59.8	56.1	40.6	41.2	54.95	54.05	44.19	42.92	13.72	13.72	20.8	21.3
Mountain	60.1	60.9	51.0	49.9	59.73	56.00	43.52	43.19	13.96	14.56	21.6	23.0
Pacific	68.5	70.5	52.5	53.3	72.43	71.07	50.36	48.66	16.88	16.21	22.4	22.2
AFFILIATION												
Chain	67.3	67.1	58.0	59.3	$ 68.73	$ 66.44	$ 47.96	$ 45.86	$ 15.78	$ 15.24	20.1	20.2
Independent	64.4	64.8	68.6	68.2	83.86	81.58	54.91	52.99	20.09	19.71	20.5	20.9
LOCATION												
Center City	66.0	65.3	46.5	46.4	$ 88.06	$ 83.56	$ 63.58	$ 59.93	$ 20.52	$ 19.64	21.5	21.9
Suburban	63.3	62.1	48.1	48.1	60.14	58.12	40.49	39.69	12.79	12.59	19.9	20.0
Airport	69.0	68.8	33.0	35.4	57.73	56.88	47.63	46.22	13.21	12.72	21.1	20.7
Highway	64.4	66.4	79.2	81.0	45.23	44.27	28.44	27.31	10.55	10.12	20.0	20.0
Resort	72.3	72.4	99.9	100.6	87.92	86.22	48.08	46.75	16.63	16.32	17.3	17.4
SIZE												
Under 150 Rooms	63.5	64.1	66.4	64.3	$ 48.10	$ 47.29	$ 33.05	$ 32.59	$ 13.11	$ 12.32	23.2	22.9
150 - 299 Rooms	63.8	64.1	53.3	53.4	61.63	59.61	41.66	40.51	13.89	13.53	20.4	20.5
300 - 600 Rooms	67.3	66.3	58.5	59.7	77.58	75.88	50.85	49.23	15.30	14.94	19.1	19.1
Over 600 Rooms	73.6	73.3	65.8	68.5	96.16	91.15	60.83	56.53	20.94	20.08	20.6	20.9
TYPE												
Hotel	67.3	67.0	52.1	53.3	$ 84.33	$ 81.49	$ 57.82	$ 55.34	$ 18.09	$ 17.56	20.5	20.6
Motor Hotel	65.3	65.4	66.8	67.7	46.16	45.60	29.86	29.15	9.95	9.73	19.4	19.3
Economy	63.6	65.3	91.7	89.3	45.45	42.82	32.65	30.50	15.42	13.89	22.5	22.6
All Suites	71.5	71.0	102.8	105.1	87.03	84.59	45.99	43.98	16.54	16.14	17.2	17.3

VARIATION REPORT - JUNE 1988 COMPARED WITH JUNE 1987

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	9.8	10.1	9.1	8.7	10.5	9.4	5.9	6.2	6.1	6.2	3.5	3.8	2.5
CENSUS REGIONS													
Northeast	12.2	11.8	11.6	13.7	5.6	19.4	7.6	7.2	7.2	14.7	5.3	5.6	3.7
North Central	8.4	8.6	5.9	8.0	-	22.0	9.6	9.8	4.8	20.2	0.9	-0.7	-0.3
South	5.4	6.4	3.5	5.0	-0.7	1.8	2.0	3.0	1.3	0.2	1.2	1.7	-0.6
West	17.0	16.7	18.9	10.0	44.2	10.5	9.8	9.5	13.8	2.2	6.2	7.5	12.1
CENSUS DIVISION													
New England	9.2	8.1	10.4	13.1	3.1	14.2	9.5	8.4	12.2	14.5	13.3	10.8	12.2
Middle Atlantic	13.2	12.9	12.2	14.0	6.7	21.2	6.8	6.5	5.5	14.7	3.1	4.1	0.8
South Atlantic	5.8	5.9	5.5	7.1	1.1	6.0	3.9	4.0	3.7	5.2	4.3	4.2	3.9
East North Central	9.9	9.9	7.6	9.9	1.1	23.5	10.7	10.8	6.0	21.2	1.8	0.6	-0.2
East South Central	-2.8	-3.8	1.7	-1.1	7.5	-16.6	0.5	-0.5	12.8	-7.3	8.6	8.2	8.3
West North Central	-2.6	-2.5	-5.3	-4.5	-7.5	12.0	1.1	1.2	-2.3	14.8	-5.0	-10.4	-1.0
West South Central	4.4	8.0	-1.8	-0.3	-6.6	-11.7	-2.6	0.8	-5.5	-15.1	-6.6	-4.9	-10.9
Mountain	17.3	28.3	-5.6	-4.2	-9.0	0.7	14.3	25.0	-4.5	1.8	4.8	4.1	5.6
Pacific	16.8	11.1	31.4	16.8	77.8	24.0	7.4	2.2	23.0	7.1	11.9	9.5	22.7
AFFILIATION													
Chain	8.8	10.5	4.4	6.1	-0.6	8.2	5.0	6.6	1.8	5.1	3.6	4.2	3.3
Independent	13.5	8.6	24.3	16.7	46.0	13.5	9.2	4.4	18.7	8.9	2.7	2.0	-1.0
LOCATION													
Center City	11.1	12.5	6.5	8.1	1.6	15.6	6.1	7.4	2.3	11.7	3.6	3.9	2.5
Suburban	14.3	18.0	5.1	7.5	-1.0	11.3	7.7	11.1	0.3	3.3	-0.1	-	-2.4
Airport	12.0	5.0	35.6	14.0	96.6	-17.3	8.6	1.8	33.6	-20.4	1.0	2.7	-0.2
Highway	4.1	4.0	6.1	7.6	1.7	-2.4	2.6	2.5	7.8	-1.6	6.4	8.8	7.1
Resort	6.1	5.7	6.5	8.5	1.2	8.4	3.7	3.3	4.1	8.4	5.3	4.4	5.0
SIZE													
Under 150 Rooms	5.3	5.4	7.1	9.0	1.7	-8.7	2.1	2.2	9.1	-7.0	10.5	10.5	11.5
150 - 299 Rooms	9.4	11.7	1.9	4.0	-3.5	13.7	6.4	8.6	-	11.7	3.1	2.3	1.3
300 - 600 Rooms	8.4	6.9	12.6	7.9	26.3	6.0	4.7	3.2	9.6	2.7	1.4	1.8	0.2
Over 600 Rooms	13.4	14.6	10.4	12.6	4.5	13.6	7.5	8.6	4.8	7.6	3.4	4.2	4.2
TYPE													
Hotel	10.7	11.2	9.7	8.7	12.4	10.2	7.0	7.5	6.7	7.0	3.8	4.3	2.7
Motor Hotel	4.2	4.5	3.2	5.2	-2.3	1.7	1.0	1.3	1.1	-0.6	-0.6	-1.5	-1.2
Economy	20.5	19.7	32.7	34.0	29.9	-5.1	11.2	10.4	12.6	-14.8	5.7	5.6	*
All Suites	8.2	8.7	3.2	4.5	-0.5	18.3	4.2	4.6	-0.3	15.0	2.7	2.3	2.9

- No Change

YEAR TO DATE VARIATION REPORT - AS OF JUNE 1988

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV.	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	6.0	6.8	4.1	5.3	0.8	6.5	2.6	3.3	1.7	4.3	2.8	3.3	2.2
CENSUS REGIONS													
Northeast	5.5	6.5	3.4	5.4	-2.0	4.2	4.6	5.6	2.6	3.4	5.8	5.8	5.0
North Central	4.0	4.0	3.0	4.6	-1.5	10.7	4.6	4.6	2.9	11.1	3.8	3.2	2.8
South	5.0	5.8	2.6	4.1	-1.5	7.0	1.5	2.2	0.2	5.0	1.9	2.3	0.5
West	9.9	10.4	9.1	8.5	10.8	6.2	3.1	3.7	3.6	0.6	-0.3	1.7	2.3
CENSUS DIVISION													
New England	6.9	6.3	4.0	6.0	-1.0	26.6	4.4	3.9	2.4	23.3	5.2	5.6	3.9
Middle Atlantic	5.2	6.6	3.2	5.2	-2.4	-0.8	4.8	6.2	2.7	-1.0	6.1	5.9	5.3
South Atlantic	4.8	5.3	2.6	4.2	-1.8	7.9	2.0	2.5	1.4	7.3	2.7	3.1	2.0
East North Central	5.5	5.7	3.9	5.6	-0.8	12.6	5.6	5.7	3.0	12.0	4.6	4.3	3.2
East South Central	2.3	4.1	-0.1	-1.0	1.0	-8.2	-2.4	-0.7	-0.1	-11.0	-4.5	-2.4	-5.6
West North Central	0.6	-0.1	1.3	2.7	-2.9	5.0	2.5	1.7	3.1	7.0	2.0	0.6	2.3
West South Central	5.9	7.4	2.6	3.8	-0.8	3.7	0.2	1.7	-2.9	-2.1	-0.3	-	-3.5
Mountain	3.0	5.7	-2.8	-1.2	-6.6	-0.9	3.9	6.7	-3.8	-2.0	-2.2	-4.1	-3.9
Pacific	12.6	12.3	13.4	11.8	18.4	14.6	2.3	1.9	6.3	6.1	1.1	4.1	6.1
AFFILIATION													
Chain	5.9	6.9	3.4	4.9	-0.8	5.5	2.5	3.4	1.0	3.3	3.0	3.5	2.3
Independent	6.5	6.2	6.4	6.7	5.6	9.2	3.1	2.8	4.0	7.7	2.1	1.9	1.9
LOCATION													
Center City	7.2	8.5	4.2	6.0	-0.8	6.0	4.1	5.4	1.6	4.4	4.8	4.5	4.1
Suburban	10.6	12.0	6.9	8.6	2.2	13.3	2.2	3.5	0.2	5.9	-	1.6	-0.3
Airport	6.2	6.2	6.9	5.7	10.2	0.7	1.4	1.5	4.9	-2.2	1.3	3.9	0.3
Highway	3.0	2.8	3.6	4.1	2.1	3.0	2.3	2.2	4.5	3.9	2.0	4.2	1.4
Resort	2.9	3.0	1.5	2.8	-1.9	6.6	1.8	2.0	1.0	6.6	2.3	1.9	1.4
SIZE													
Under 150 Rooms	3.6	4.2	0.7	2.0	-2.8	3.7	1.2	1.8	3.1	5.4	6.5	6.4	4.1
150 - 299 Rooms	5.6	7.2	1.2	2.5	-2.2	7.9	1.9	3.4	-0.3	6.4	1.6	2.7	0.1
300 - 600 Rooms	8.5	8.5	7.6	8.1	6.0	12.4	2.2	2.2	1.7	7.3	1.5	2.4	1.2
Over 600 Rooms	4.5	5.7	2.9	4.7	-2.0	1.1	4.4	5.5	3.0	0.8	4.3	4.3	4.4
TYPE													
Hotel	6.2	7.2	4.1	5.2	0.8	5.9	2.5	3.5	1.4	3.3	2.4	3.0	1.8
Motor Hotel	3.1	2.9	3.4	4.9	-0.6	5.4	1.4	1.2	2.5	5.2	2.9	2.3	3.0
Economy	12.5	12.2	16.5	20.2	8.2	3.8	6.4	6.1	11.3	3.2	10.1	11.0	8.7
All Suites	8.7	9.5	3.2	4.2	0.6	15.5	2.1	2.9	-0.8	11.5	1.9	2.5	2.9

- No Change

TREND REPORT JUNE 1988 COMPARED WITH JUNE 1987

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUN	% CHG	JUN	% CHG	JUN	% CHG	JUN	% CHG
TOTAL	9.8	10.1	9.1	9.4	70.6	2.9	64.2	-1.7	$ 69.18	6.2	$100.49	5.9
CENSUS REGIONS												
Northeast	12.2	11.8	11.6	19.4	80.4	3.5	42.6	-2.3	$110.10	7.2	$161.52	7.6
North Central	8.4	8.6	5.9	22.0	71.9	-1.2	42.7	6.2	60.02	9.8	91.36	9.6
South	5.4	6.4	3.5	1.8	68.3	4.9	81.2	-2.1	57.83	3.0	82.98	2.0
West	17.0	16.7	18.9	10.5	69.0	-0.9	59.0	-1.0	69.50	9.5	100.47	9.8
CENSUS DIVISION												
New England	9.2	8.1	10.4	14.2	74.9	-5.5	36.3	-3.7	$ 93.86	8.4	$152.72	9.5
Middle Atlantic	13.2	12.9	12.2	21.2	82.4	6.9	43.9	-2.4	115.56	6.5	164.48	6.8
South Atlantic	5.8	5.9	5.5	6.0	70.3	1.4	95.1	-2.6	60.12	4.0	87.10	3.9
East North Central	9.9	9.9	7.6	23.5	71.9	-0.8	41.8	6.4	61.93	10.8	93.55	10.7
East South Central	-2.8	-3.8	1.7	-16.6	66.1	-3.1	42.0	7.7	44.72	-0.5	63.65	0.5
West North Central	-2.6	-2.5	-5.3	12.0	72.1	-3.6	49.7	5.5	46.75	1.2	76.08	1.1
West South Central	4.4	8.0	1.8	-11.7	64.1	14.1	48.9	2.1	52.62	0.8	73.48	-2.6
Mountain	17.3	28.3	-5.6	0.7	64.5	1.7	55.7	3.7	70.38	25.0	96.93	14.3
Pacific	16.8	11.1	31.4	24.0	71.7	-2.7	60.3	-2.9	69.03	2.2	102.38	7.4
AFFILIATION												
Chain	8.8	10.5	4.4	8.2	71.4	2.9	63.0	-1.9	$ 68.10	6.6	$ 96.05	5.0
Independent	13.5	8.6	24.3	13.5	66.9	2.8	69.6	-1.4	74.10	4.4	120.82	9.2
LOCATION												
Center City	11.1	12.5	6.5	15.6	72.0	6.4	49.5	-1.2	$ 90.02	7.4	$130.04	6.1
Suburban	14.3	18.0	5.1	11.3	69.3	3.1	50.9	4.7	64.32	11.1	90.09	7.7
Airport	12.0	5.0	35.6	-17.3	69.0	1.3	35.2	-0.6	54.86	1.8	82.63	8.6
Highway	4.1	4.0	6.1	-2.4	70.1	-0.6	83.6	-	43.88	2.5	56.76	2.6
Resort	6.1	5.7	6.5	8.4	70.8	1.3	111.8	-4.0	71.92	3.3	113.59	3.7
SIZE												
Under 150 Rooms	5.3	5.4	7.1	-8.7	69.1	0.9	70.7	2.6	$ 45.77	2.2	$ 55.86	2.1
150 - 299 Rooms	9.4	11.7	1.9	13.7	67.6	0.7	55.2	2.8	60.84	8.6	83.15	6.4
300 - 600 Rooms	8.4	6.9	12.6	6.0	70.0	4.5	63.8	0.6	74.22	3.2	116.22	4.7
Over 600 Rooms	13.4	14.6	10.4	13.6	77.0	5.6	69.9	-7.9	93.37	8.6	140.45	7.5
TYPE												
Hotel	10.7	11.2	9.7	10.2	69.7	3.1	56.5	-1.6	$ 82.70	7.5	$127.03	7.0
Motor Hotel	4.2	4.5	3.2	1.7	71.2	2.7	73.8	-6.1	45.58	1.3	56.84	1.0
Economy	20.5	19.7	32.7	-5.1	74.0	2.6	100.1	1.8	50.19	10.4	61.48	11.2
All Suites	8.2	8.7	3.2	18.3	71.7	0.3	95.0	4.6	76.39	4.6	103.12	4.2

- No Change

YEAR TO DATE TREND REPORT - AS OF JUNE 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUN	% CHG	JUN	% CHG	JUN	% CHG	JUN	% CHG
TOTAL	6.0	6.8	4.1	6.5	66.7	0.2	59.9	-1.8	$ 71.47	3.3	$106.41	2.6
CENSUS REGIONS												
Northeast	5.5	6.5	3.4	4.2	70.8	0.6	42.1	1.4	$108.08	5.6	$162.95	4.6
North Central	4.0	4.0	3.0	10.7	59.6	-0.8	40.1	1.3	56.44	4.6	91.88	4.6
South	5.0	5.8	2.6	7.0	67.7	1.2	73.4	-2.9	65.86	2.2	96.78	1.5
West	9.9	10.4	9.1	6.3	69.6	-2.1	52.2	-0.6	68.52	3.7	100.27	3.1
CENSUS DIVISION												
New England	6.9	6.3	4.0	26.6	63.5	-0.5	36.1	2.0	$ 82.73	3.9	$140.19	4.4
Middle Atlantic	5.2	6.6	3.2	-0.8	73.2	0.8	43.3	1.6	115.60	6.2	169.70	4.8
South Atlantic	4.8	5.3	2.6	7.9	71.4	-1.1	86.1	-2.3	70.22	2.5	103.31	2.0
East North Central	5.5	5.7	3.9	12.6	61.9	-0.3	38.9	-2.5	58.68	5.7	93.10	5.6
East South Central	2.3	4.1	-0.1	-8.2	57.6	4.9	36.1	-42.5	44.80	-0.7	66.54	-2.4
West North Central	0.6	-0.1	1.3	5.0	55.1	-2.0	42.5	9.0	51.29	1.7	89.08	2.5
West South Central	5.9	7.4	2.6	3.7	59.8	6.6	40.6	-1.5	54.95	1.7	80.40	0.2
Mountain	3.0	5.7	-2.8	-0.9	60.1	-1.3	51.0	2.2	59.73	6.7	88.20	3.9
Pacific	12.6	12.3	13.4	14.6	68.5	-2.8	52.5	-1.5	72.43	1.9	105.65	2.3
AFFILIATION												
Chain	5.9	6.9	3.4	5.5	67.3	0.3	58.0	-2.2	$ 68.73	3.4	$100.25	2.5
Independent	6.5	6.2	6.4	9.2	64.4	-0.6	68.6	0.6	83.86	2.8	134.21	3.1
LOCATION												
Center City	7.2	8.5	4.2	6.0	66.0	1.1	46.5	0.2	$ 88.06	5.4	$131.50	4.1
Suburban	10.6	12.0	6.9	13.3	63.3	1.9	48.1	-	60.14	3.5	88.64	2.2
Airport	6.2	6.2	6.9	0.7	69.0	0.3	33.0	-6.8	57.73	1.5	83.76	1.4
Highway	3.0	2.8	3.6	3.0	64.4	-3.0	79.2	-2.2	45.23	2.2	59.99	2.3
Resort	2.9	3.0	1.5	6.6	72.3	-0.1	99.9	-0.7	87.92	2.0	138.81	1.8
SIZE												
Under 150 Rooms	3.6	4.2	0.7	3.7	63.5	-0.9	66.4	3.3	$ 48.10	1.8	$ 59.23	1.2
150 - 299 Rooms	5.6	7.2	1.2	7.9	63.8	-0.5	53.3	-0.2	61.63	3.4	88.52	1.9
300 - 600 Rooms	8.5	8.5	7.6	12.4	67.3	1.5	58.5	-2.0	77.58	2.2	121.92	2.2
Over 600 Rooms	4.5	5.7	2.9	1.1	73.6	0.4	65.8	-3.9	96.16	5.5	149.16	4.4
TYPE												
Hotel	6.2	7.2	4.1	5.9	67.3	0.4	52.1	-2.3	$ 84.33	3.5	$132.33	2.5
Motor Hotel	3.1	2.9	3.4	5.4	65.3	-0.2	66.8	-1.3	46.16	1.2	59.97	1.4
Economy	12.5	12.2	16.5	3.8	63.6	-2.6	91.7	2.7	45.45	6.1	54.58	6.4
All Suites	8.7	9.5	3.2	15.5	71.5	0.7	102.8	-2.2	87.03	2.9	116.76	2.1

- No Change

FOOD AND BEVERAGE REPORT - JUNE 1988 COMPARED WITH JUNE 1987

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	% CHG
TOTAL	$ 39.84	$ 37.56	$ 11.78	$ 11.27	0.31	0.33	0.22	0.22	48.9	49.3	$ 7.78	$ 7.70	3.4
CENSUS REGIONS													
Northeast	$ 47.05	$ 43.91	$ 15.79	$ 14.69	0.28	0.30	0.20	0.20	49.8	51.4	$ 10.39	$ 10.13	4.3
North Central	35.72	34.07	8.30	8.35	0.32	0.33	0.22	0.23	42.1	44.4	4.93	5.19	1.2
South	33.58	33.14	11.00	10.85	0.32	0.34	0.22	0.22	49.4	50.8	7.39	7.69	3.0
West	49.74	43.69	10.94	10.14	0.33	0.37	0.23	0.24	50.9	44.3	6.67	5.62	4.1
CENSUS DIVISION													
New England	$ 56.02	$ 49.91	$ 13.87	$ 13.18	0.31	0.34	0.23	0.23	50.8	50.1	$ 9.94	$ 9.30	-0.2
Middle Atlantic	44.05	41.74	16.49	15.27	0.28	0.29	0.19	0.19	49.4	51.9	10.55	10.42	6.1
South Atlantic	36.88	35.55	11.42	10.69	0.32	0.33	0.22	0.22	48.0	48.6	7.47	7.25	0.9
East North Central	34.92	32.93	8.39	8.48	0.32	0.34	0.22	0.22	42.8	45.7	5.12	5.56	4.2
East South Central	23.99	21.27	8.82	6.81	0.36	0.40	0.28	0.28	38.2	39.3	*	*	-22.6
West North Central	43.23	44.26	7.85	7.83	0.31	0.32	0.24	0.26	36.6	36.4	4.09	3.79	-11.4
West South Central	26.71	28.25	9.96	11.52	0.32	0.34	0.22	0.22	53.6	56.9	7.21	9.10	10.4
Mountain	46.06	48.24	10.93	11.03	0.37	0.45	0.21	0.21	48.1	43.6	6.87	6.20	-2.8
Pacific	51.25	41.67	10.95	9.84	0.31	0.32	0.25	0.25	54.2	45.4	6.54	5.15	6.4
AFFILIATION													
Chain	$ 35.09	$ 34.47	$ 11.16	$ 10.92	0.30	0.33	0.21	0.21	48.8	48.6	$ 7.49	$ 7.39	3.2
Independent	62.41	52.59	14.15	12.62	0.33	0.34	0.23	0.24	49.5	52.1	9.05	9.11	4.2
LOCATION													
Center City	$ 40.12	$ 39.21	$ 12.88	$ 13.06	0.28	0.30	0.20	0.20	52.7	53.0	$ 9.31	$ 9.48	8.7
Suburban	35.69	35.58	10.47	10.17	0.33	0.35	0.23	0.23	43.9	44.9	6.41	6.26	0.5
Airport	39.10	29.27	10.78	9.22	0.34	0.35	0.22	0.22	46.2	46.3	5.73	5.93	-1.6
Highway	29.00	26.89	8.55	7.62	0.32	0.34	0.24	0.23	42.0	43.1	4.43	4.18	-1.6
Resort	48.76	46.84	12.76	11.88	0.33	0.37	0.22	0.23	47.7	47.9	8.27	7.94	1.9
SIZE													
Under 150 Rooms	$ 36.91	$ 33.83	$ 8.47	$ 7.99	0.37	0.38	0.25	0.28	46.9	46.8	$ 4.92	$ 4.54	0.5
150 - 299 Rooms	30.75	30.74	9.38	9.06	0.34	0.35	0.24	0.23	48.3	48.3	6.23	6.21	0.4
300 - 600 Rooms	42.97	39.20	12.12	12.08	0.31	0.33	0.23	0.23	47.6	47.7	7.58	7.85	5.7
Over 600 Rooms	44.93	42.87	14.15	12.89	0.28	0.32	0.19	0.19	50.8	52.1	9.82	9.33	3.4
TYPE													
Hotel	$ 43.80	$ 41.04	$ 12.30	$ 11.74	0.31	0.33	0.22	0.22	49.6	50.0	$ 8.18	$ 8.11	3.3
Motor Hotel	22.58	22.33	7.16	7.14	0.37	0.38	0.24	0.24	45.7	46.7	4.36	4.57	3.2
Economy	57.20	50.81	*	*	*	*	*	*	*	*	*	*	*
All Suites	39.30	39.42	13.64	13.44	0.33	0.33	0.25	0.25	45.8	43.3	8.28	7.82	0.8

* Insufficient Response

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF JUNE 1988

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	% CHG
TOTAL	$ 42.64	$ 41.91	$ 11.77	$ 11.27	0.31	0.32	0.22	0.22	47.2	46.9	$ 7.62	$ 7.37	1.0
CENSUS REGIONS:													
Northeast	$ 49.70	$ 48.43	$ 15.31	$ 14.71	0.29	0.30	0.21	0.21	52.9	51.7	$ 10.99	$ 10.53	0.9
North Central	40.91	39.75	9.13	8.85	0.32	0.33	0.23	0.22	43.6	43.6	5.45	5.34	0.1
South	38.56	38.49	11.30	10.86	0.31	0.33	0.22	0.22	44.3	44.4	6.89	6.72	-0.5
West	47.67	46.02	11.31	10.64	0.32	0.34	0.22	0.22	49.8	49.3	7.26	6.91	4.8
CENSUS DIVISION:													
New England	$ 55.22	$ 53.94	$ 12.85	$ 12.61	0.32	0.33	0.24	0.24	53.3	52.1	$ 9.92	$ 9.66	2.1
Middle Atlantic	48.14	46.89	16.07	15.35	0.28	0.29	0.20	0.20	52.8	51.6	11.31	10.79	0.6
South Atlantic	41.30	40.72	11.84	11.27	0.31	0.32	0.22	0.22	42.8	42.8	6.95	6.72	-0.8
East North Central	39.08	37.95	8.92	8.61	0.33	0.33	0.23	0.23	44.8	44.7	5.76	5.63	1.3
East South Central	29.47	29.49	8.07	6.87	0.33	0.34	0.20	0.19	33.6	34.3	4.22	3.71	-15.0
West North Central	45.03	43.69	9.47	9.22	0.30	0.32	0.22	0.22	41.3	41.5	5.02	4.94	-1.7
West South Central	31.94	32.91	9.94	9.87	0.32	0.33	0.22	0.22	49.8	50.1	6.80	6.87	1.1
Mountain	46.83	48.67	10.64	10.11	0.33	0.38	0.21	0.21	46.3	46.0	6.15	5.96	-2.5
Pacific	47.94	45.12	11.47	10.78	0.31	0.32	0.22	0.23	52.0	51.7	7.78	7.40	6.7
AFFILIATION:													
Chain	$ 38.16	$ 37.79	$ 11.24	$ 10.79	0.31	0.32	0.21	0.21	47.2	46.7	$ 7.33	$ 7.08	1.0
Independent	64.52	62.01	13.82	13.13	0.32	0.33	0.23	0.23	47.3	47.3	8.93	8.63	1.1
LOCATION:													
Center City	$ 44.09	$ 43.41	$ 13.32	$ 12.84	0.29	0.30	0.22	0.21	53.2	52.5	$ 9.71	$ 9.33	2.0
Suburban	39.63	39.56	9.99	9.61	0.33	0.34	0.23	0.23	43.8	44.0	6.02	5.84	3.6
Airport	34.28	32.67	9.93	9.39	0.32	0.33	0.21	0.22	45.4	45.3	5.95	5.88	-0.5
Highway	29.67	28.38	8.53	8.09	0.32	0.34	0.22	0.22	41.2	42.3	4.35	4.34	-1.4
Resort	53.88	53.35	12.92	12.29	0.32	0.34	0.21	0.22	41.7	41.4	7.25	6.96	-0.7
SIZE:													
Under 150 Rooms	$ 41.01	$ 39.78	$ 8.89	$ 8.55	0.36	0.36	0.25	0.26	42.7	42.8	$ 5.10	$ 4.90	-2.0
150 - 299 Rooms	34.93	35.05	9.65	9.36	0.34	0.35	0.23	0.23	46.0	45.6	6.13	5.98	-1.1
300 - 600 Rooms	44.53	43.79	12.05	11.74	0.31	0.32	0.23	0.23	45.9	45.6	7.46	7.34	4.8
Over 600 Rooms	48.21	46.81	14.19	13.15	0.29	0.30	0.19	0.19	50.1	49.6	9.84	9.26	-1.6
TYPE:													
Hotel	$ 47.14	$ 46.48	$ 12.34	$ 11.77	0.31	0.32	0.22	0.21	48.4	48.1	$ 8.16	$ 7.87	0.8
Motor Hotel	23.89	23.31	7.40	7.25	0.35	0.36	0.24	0.24	40.9	40.9	4.10	4.10	2.5
Economy	47.88	43.03	24.13	20.18	0.25	0.27	0.17	0.16	46.2	47.2	16.17	14.44	1.2
All Suites	47.75	48.15	14.44	14.21	0.32	0.33	0.24	0.24	40.5	39.4	8.01	7.64	1.1

TWELVE MONTH ROOMS REPORT - AS OF JUNE 1988

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987
TOTAL	65.4	65.2	61.6	61.3	$ 69.09	$ 66.84	$ 46.77	$ 45.22	$ 16.12	$ 15.68	20.7	20.9
CENSUS REGIONS												
Northeast	74.0	74.3	45.9	44.4	$107.88	$101.98	$ 76.39	$ 72.59	$ 23.02	$ 22.00	20.9	21.1
North Central	60.8	61.1	42.6	42.2	54.57	52.16	40.93	39.30	12.07	11.75	20.0	20.4
South	64.2	63.3	75.6	76.4	62.29	61.00	39.24	38.13	14.44	14.18	20.1	20.3
West	65.8	66.5	54.7	53.4	66.57	64.25	46.15	45.17	15.37	14.99	22.7	22.8
CENSUS DIVISION												
New England	67.6	67.4	41.4	39.8	$ 84.05	$ 79.66	$ 59.53	$ 56.96	$ 18.76	$ 17.87	21.8	22.0
Middle Atlantic	75.9	76.2	46.6	45.2	113.98	107.52	79.11	75.05	24.01	22.92	20.8	21.0
South Atlantic	67.8	67.7	88.5	89.4	66.03	64.31	38.35	37.06	14.88	14.51	19.8	20.0
East North Central	63.0	63.3	41.3	41.3	56.80	53.57	43.56	41.09	12.49	11.94	19.5	19.9
East South Central	60.5	58.9	33.7	56.1	45.86	45.95	39.24	33.66	10.64	10.81	21.2	21.8
West North Central	57.2	57.4	44.8	43.7	50.35	49.50	36.62	36.33	11.39	11.45	20.8	21.2
West South Central	57.1	54.8	44.5	43.3	54.01	53.56	42.15	41.91	13.43	13.42	20.8	21.2
Mountain	58.6	59.7	49.7	48.4	54.33	51.89	38.68	38.64	13.96	13.97	24.4	24.7
Pacific	69.0	69.7	56.0	54.8	71.14	69.23	48.10	46.94	16.01	15.47	22.0	22.1
AFFILIATION												
Chain	65.9	65.6	59.5	59.3	$ 66.75	$ 64.55	$ 45.82	$ 44.32	$ 15.35	$ 14.92	20.4	20.6
Independent	63.5	63.6	70.6	70.1	79.92	77.39	50.66	48.92	20.24	19.79	22.3	22.5
LOCATION												
Center City	66.1	65.3	48.8	48.3	$ 86.75	$ 82.82	$ 61.35	$ 58.48	$ 19.57	$ 19.00	21.2	21.6
Suburban	62.6	61.9	49.7	48.8	57.93	56.20	39.00	38.47	12.58	12.41	20.4	20.6
Airport	66.5	66.3	35.0	34.5	56.58	55.57	45.08	44.44	12.69	12.26	21.1	20.9
Highway	63.4	64.5	81.6	80.9	43.45	42.53	26.58	26.05	10.29	9.98	20.8	21.0
Resort	68.4	68.2	102.0	102.3	81.29	79.02	42.99	41.70	16.82	16.27	19.6	19.6
SIZE												
Under 150 Rooms	62.7	63.2	67.4	65.9	$ 46.99	$ 45.89	$ 31.42	$ 30.80	$ 13.13	$ 12.42	24.7	24.4
150 - 299 Rooms	62.5	62.5	54.9	53.9	59.13	57.53	39.62	39.02	13.65	13.38	21.2	21.3
300 - 600 Rooms	65.5	64.5	61.0	60.7	75.06	72.95	47.94	46.65	15.17	14.95	19.8	20.1
Over 600 Rooms	72.1	71.8	66.3	67.1	92.54	88.23	57.98	54.79	20.03	19.28	20.6	20.9
TYPE												
Hotel	66.7	66.2	54.3	54.6	$ 82.44	$ 79.62	$ 55.10	$ 53.05	$ 17.79	$ 17.37	20.8	21.1
Motor Hotel	62.9	63.1	68.5	67.7	45.32	44.55	28.68	28.23	9.94	9.67	19.9	19.9
Economy	63.0	64.0	85.5	84.4	39.80	37.78	28.55	26.76	13.82	12.69	26.3	26.1
All Suites	69.0	66.8	110.2	107.7	81.40	78.95	40.82	40.17	16.58	16.25	18.9	19.0

TWELVE-MONTH VARIATION REPORT - AS OF JUNE 1988

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	4.8	5.5	2.7	3.9	-0.7	6.3	2.6	3.4	1.3	5.1	2.6	2.9	1.3
CENSUS REGIONS													
Northeast	5.2	5.7	4.1	6.0	-0.9	4.6	5.3	5.8	4.4	4.7	5.8	4.6	5.7
North Central	4.0	4.4	2.3	3.4	-0.7	9.0	4.2	4.6	1.9	8.2	2.9	2.7	1.6
South	3.7	4.6	0.7	2.2	-3.3	7.2	1.2	2.1	-1.0	5.7	1.4	1.8	-1.0
West	6.9	7.7	5.5	5.6	5.4	4.7	2.9	3.6	2.8	1.9	0.9	2.5	1.2
CENSUS DIVISION													
New England	7.8	8.0	4.5	6.3	-0.1	22.9	5.3	5.5	3.1	20.0	5.1	5.0	4.0
Middle Atlantic	4.7	5.3	4.0	5.9	-1.1	1.1	5.4	6.0	4.6	1.7	6.0	4.8	6.1
South Atlantic	3.9	4.7	0.9	2.3	-2.8	8.2	1.9	2.7	-	7.8	1.6	2.5	0.4
East North Central	5.6	5.9	4.1	5.2	1.3	8.7	5.6	6.0	3.1	7.8	4.3	4.6	3.9
East South Central	3.1	3.6	2.9	3.3	1.4	-3.0	-0.6	-0.2	1.2	-5.8	-15.0	-1.6	-26.7
West North Central	0.9	1.3	-0.7	0.5	-4.1	9.8	1.4	1.7	-0.3	9.5	0.5	-0.5	-2.0
West South Central	3.2	4.5	0.1	1.9	-4.9	3.4	-0.4	0.8	-3.5	-0.2	1.3	0.1	-3.8
Mountain	1.5	3.1	-2.2	-0.7	-6.0	1.0	3.1	4.7	-2.0	0.3	-0.9	-0.1	-2.5
Pacific	8.6	9.1	7.7	7.3	9.3	6.7	2.3	2.8	4.1	3.2	1.7	3.5	2.9
AFFILIATION													
Chain	4.7	5.6	2.2	3.7	-1.7	6.2	2.5	3.4	0.7	4.8	2.7	2.9	1.1
Independent	4.9	5.2	4.1	4.7	2.3	6.5	3.0	3.3	2.9	6.0	2.3	2.3	2.1
LOCATION													
Center City	5.2	6.3	2.9	4.3	-1.1	4.9	3.7	4.7	1.6	4.3	3.9	3.0	2.4
Suburban	7.3	8.5	3.8	5.6	-1.2	9.6	1.9	3.1	-0.2	4.8	-0.1	1.4	-1.0
Airport	4.4	5.0	3.0	3.4	1.8	3.3	1.2	1.8	1.8	1.6	1.6	3.5	-0.6
Highway	2.6	2.5	2.5	4.3	-2.9	5.0	2.2	2.2	2.8	5.8	1.6	3.1	0.7
Resort	3.5	3.9	1.6	2.4	-0.5	8.0	2.5	2.9	1.0	8.0	2.7	3.4	1.8
SIZE													
Under 150 Rooms	2.9	3.4	0.3	1.2	-2.2	4.7	1.9	2.4	2.8	6.0	4.5	5.7	2.9
150 - 299 Rooms	3.8	5.1	0.5	1.9	-3.0	3.8	1.5	2.8	-0.5	2.9	0.7	2.0	-1.3
300 - 600 Rooms	7.0	7.4	5.1	6.1	2.1	12.8	2.5	2.9	1.0	9.2	1.5	1.5	-
Over 600 Rooms	3.9	4.9	2.1	3.5	-1.5	2.4	3.9	4.9	2.5	2.5	4.3	3.9	4.1
TYPE													
Hotel	4.8	5.7	2.6	3.7	-0.3	6.0	2.6	3.5	1.2	4.7	2.5	2.4	1.1
Motor Hotel	2.6	2.7	2.0	4.4	-4.2	4.0	1.6	1.7	1.6	4.2	2.4	2.8	2.0
Economy	9.1	8.6	14.7	18.7	6.0	6.3	5.8	5.3	8.4	4.2	8.3	8.9	7.5
All Suites	9.4	10.5	3.5	4.7	0.5	14.1	2.1	3.1	-2.4	8.5	-	2.0	-0.6

- No Change

TWELVE MONTH TREND REPORT - AS OF JUNE 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUN	% CHG	JUN	% CHG	JUN	% CHG	JUN	% CHG
TOTAL	4.8	5.5	2.7	6.3	65.4	0.3	61.6	0.5	$ 69.09	3.4	$103.88	2.6
CENSUS REGIONS												
Northeast	5.2	5.7	4.1	4.6	74.0	-0.4	45.9	3.4	$107.88	5.8	$159.43	5.3
North Central	4.0	4.4	2.3	9.0	60.8	-0.5	42.6	0.9	54.57	4.6	88.47	4.2
South	3.7	4.6	0.7	7.2	64.2	1.4	75.6	-1.0	$ 62.29	2.1	93.68	1.2
West	6.9	7.7	5.5	4.7	65.8	-1.1	54.7	2.4	66.57	3.6	98.51	2.9
CENSUS DIVISION												
New England	7.8	8.0	4.5	22.9	67.6	0.3	41.4	4.0	$ 84.05	5.5	$138.19	5.3
Middle Atlantic	4.7	5.3	4.0	1.1	75.9	-0.4	46.6	3.1	113.98	6.0	164.86	5.4
South Atlantic	3.9	4.7	0.9	8.2	67.8	0.1	88.5	-1.0	66.03	2.7	100.05	1.9
East North Central	5.6	5.9	4.1	8.7	63.0	-0.5	41.3	-	56.80	6.0	90.76	5.6
East South Central	3.1	3.6	2.9	-3.0	60.5	2.7	33.7	-39.9	45.86	-0.2	64.77	-0.6
West North Central	0.9	1.3	-0.7	9.8	57.2	-0.3	44.8	2.5	50.35	1.7	84.12	1.4
West South Central	3.2	4.5	0.1	3.4	57.1	4.2	44.5	2.8	54.01	0.8	79.62	-0.4
Mountain	1.5	3.1	-2.2	1.0	58.6	-1.8	49.7	2.7	54.33	4.7	81.26	3.1
Pacific	8.6	9.1	7.7	6.7	69.0	-1.0	56.0	2.2	71.14	2.8	104.96	2.3
AFFILIATION												
Chain	4.7	5.6	2.2	6.2	65.9	0.5	59.5	0.3	$ 66.75	3.4	$ 97.92	2.5
Independent	4.9	5.2	4.1	6.5	63.5	-0.2	70.6	0.7	79.92	3.3	131.39	3.0
LOCATION												
Center City	5.2	6.3	2.9	4.9	66.1	1.2	48.8	1.0	$ 86.75	4.7	$130.95	3.7
Suburban	7.3	8.5	3.8	9.6	62.6	1.1	49.7	1.8	57.93	3.1	84.29	1.9
Airport	4.4	5.0	3.0	3.3	66.5	0.3	35.0	1.4	56.58	1.8	83.28	1.2
Highway	2.6	2.5	2.5	5.0	63.4	-1.7	31.6	0.9	43.45	2.2	57.45	2.2
Resort	3.5	3.9	1.6	8.0	68.4	0.3	102.0	-0.3	81.29	2.9	132.50	2.5
SIZE												
Under 150 Rooms	2.9	3.4	0.3	4.7	62.7	-0.8	67.4	2.3	$ 46.99	2.4	$ 58.88	1.9
150 - 299 Rooms	3.8	5.1	0.5	3.8	62.5	-	54.9	1.9	59.13	2.8	86.96	1.5
300 - 600 Rooms	7.0	7.4	5.1	12.8	65.5	1.6	61.0	0.5	75.06	2.9	119.30	2.5
Over 600 Rooms	3.9	4.9	2.1	-2.4	72.1	0.4	66.3	-1.2	92.54	4.9	143.33	3.9
TYPE												
Hotel	4.8	5.7	2.6	6.0	66.7	0.8	54.3	-0.5	$ 82.44	3.5	$130.59	2.6
Motor Hotel	2.6	2.7	2.0	4.0	62.9	-0.3	68.5	1.2	45.32	1.7	60.13	1.6
Economy	9.1	8.6	14.7	6.3	63.0	-1.6	85.5	1.3	39.80	5.3	45.14	5.8
All Suites	9.4	10.5	3.5	14.1	69.0	3.3	110.2	2.3	81.40	3.1	109.20	2.1

- No Change

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF JUNE 1987

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	% CHG
TOTAL	$ 40.78	$ 40.27	$ 11.42	$ 10.96	0.31	0.32	0.22	0.22	47.8	47.6	$ 7.52	$ 7.30	-0.1
CENSUS REGIONS:													
Northeast	$ 47.14	$ 45.17	$ 15.07	$ 14.33	0.29	0.29	0.21	0.21	51.8	51.0	$ 10.70	$ 10.22	0.4
North Central	38.39	37.69	8.75	8.54	0.32	0.33	0.22	0.22	43.7	43.8	5.21	5.16	-0.1
South	36.92	37.30	10.98	10.63	0.32	0.33	0.22	0.22	46.2	46.4	7.05	6.93	-0.8
West	45.82	44.57	11.17	10.55	0.32	0.34	0.22	0.22	49.4	49.3	7.15	6.83	1.0
CENSUS DIVISION:													
New England	$ 55.35	$ 53.71	$ 13.05	$ 12.77	0.32	0.33	0.23	0.24	50.5	49.7	$ 9.21	$ 9.03	3.1
Middle Atlantic	45.24	43.24	15.68	14.79	0.28	0.28	0.20	0.20	52.2	51.4	11.15	10.57	-0.4
South Atlantic	39.36	39.36	11.61	11.13	0.32	0.33	0.22	0.22	45.2	45.2	7.25	7.01	-1.4
East North Central	37.88	36.73	8.53	8.29	0.33	0.34	0.23	0.23	44.7	44.4	5.44	5.33	1.2
East South Central	22.82	22.55	7.63	6.59	0.35	0.35	0.22	0.21	39.5	54.1	4.32	5.39	-8.7
West North Central	39.35	39.45	9.05	8.88	0.31	0.32	0.22	0.22	42.1	42.8	4.91	4.96	-1.8
West South Central	31.69	32.85	9.57	9.57	0.32	0.33	0.21	0.21	49.4	49.8	6.64	6.76	1.0
Mountain	41.94	42.79	9.90	9.39	0.35	0.39	0.21	0.21	48.4	48.5	6.01	5.91	-3.9
Pacific	46.96	45.12	11.45	10.83	0.32	0.32	0.22	0.22	49.8	49.7	7.59	7.21	2.1
AFFILIATION:													
Chain	$ 36.34	$ 36.07	$ 10.90	$ 10.48	0.31	0.32	0.21	0.21	47.6	47.5	$ 7.18	$ 6.99	0.3
Independent	62.72	60.97	13.44	12.79	0.33	0.34	0.23	0.23	48.2	48.0	8.91	8.55	-1.4
LOCATION:													
Center City	$ 43.27	$ 42.58	$ 13.07	$ 12.55	0.30	0.30	0.21	0.21	51.8	51.6	$ 9.31	$ 9.01	0.4
Suburban	36.20	36.26	9.33	9.00	0.33	0.35	0.24	0.24	45.4	45.7	5.80	5.73	2.2
Airport	32.83	32.25	9.62	9.17	0.32	0.33	0.21	0.22	45.6	45.6	5.87	5.78	-1.6
Highway	27.41	26.66	8.26	7.95	0.34	0.34	0.23	0.23	40.9	42.0	4.23	4.25	-0.3
Resort	51.68	51.16	12.38	11.84	0.33	0.34	0.21	0.22	44.1	43.5	7.38	7.03	-1.5
SIZE:													
Under 150 Rooms	$ 40.87	$ 39.77	$ 8.61	$ 8.40	0.36	0.37	0.26	0.26	44.2	44.3	$ 4.97	$ 4.94	-1.1
150 - 299 Rooms	34.32	34.49	9.49	9.20	0.34	0.35	0.23	0.23	46.7	46.9	6.19	6.11	-1.7
300 - 600 Rooms	42.35	41.92	11.76	11.42	0.32	0.32	0.22	0.23	46.6	46.8	7.43	7.33	3.2
Over 600 Rooms	45.05	43.93	13.62	12.73	0.29	0.30	0.19	0.19	50.2	49.6	9.50	8.90	-2.7
TYPE:													
Hotel	$ 45.30	$ 44.76	$ 12.11	$ 11.59	0.31	0.32	0.21	0.21	48.8	48.6	$ 8.11	$ 7.84	-0.5
Motor Hotel	24.03	23.65	7.26	7.05	0.35	0.36	0.24	0.24	41.6	41.8	4.07	4.10	1.2
Economy	37.10	34.23	*	*	*	*	*	*	*	*	*	*	*
All Suites	44.63	45.72	13.94	13.73	0.33	0.34	0.25	0.25	44.0	43.4	8.50	8.29	2.0

* Insufficient Response